FINANCIALTIMES

LONDON - FRANKGURT - NEW YORK
No. 30,427 Katurday 2/Sunday 3 January 1988 67246 $\frac{2887}{\text { D } 8523 \text { A }}$



## Dollar's fall hits French capital goods exporters



Resident Francois

 warned that the presiderantal
vection campaien was expected





Kabul claims convoy success


 Bandes of sionesisi

The rixt ineoy of iso vell


## Spanish fishermen

 hit by row AN ESTMATED 12,000 SSanish rariy depprived yosterciy triempo Ing the failure of the European The setback effects an enetil which depend for thel 1 vessels,
hoods on of the worls richest
hupplies of tuna and sarrines oft
 ihe two sides frum arsary, lieeving how
hix the ovome of EC cutch to
replace it
 th finally broken down and
 and bsion porez hid ber midel



䢒
US dismayed at release of Colombian
 Lisinionidee woble dite



Waldheim broadcast calls for tolerance



Murdoch forced to

The EC has a dizzying ride ahead, William Dawkins reports West Germans ready for the off








## Mitterrand silent on his future

 speed sale of papers

景

## 

3 แ


## Lloyd's

 denies Gulf rates unfair

 HR

## Fast track trade negotiators head for the buffers



Debut for the electronic wallet

|  |  | but the amount of informatio minimumed wimportant cut to the minimum, important both |
| :---: | :---: | :---: |
| era of the electronic wallet-forVisa card holdenA bankcardwhich rateincorpo- | The ammert bank cind whic |  |
|  |  |  |
| an entire computer includ- invented in France where exten- cost and securlty considerations, |  |  |
|  | its practicabinity, however, are | Mastercard, Visid chief com- |
| $n$ developed by Tosthiba of |  |  |
|  |  |  |
|  |  |  |  |  |
| Visa, the world'a largest credit |  |  |
| claycard of the UU among its |  |  |
| new carad this year are suscosess |  |  |
|  |  |  |  |  |
|  |  |  |
| sions in 1991. <br> Mr Carl Pascarella, chief gen- |  |  |
|  |  |  |  |  |
| al's Asia Pacific Region, says: |  |  |
| banks, telecommunications cora. |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| businesses can offer a broader variety of services through one |  |  |
|  |  |  |

Ceaisesci admits shortcoming


## Yugoslavia budget delayed





defy US over riots



## Shamir to




Cairo police break up Moslem protest





## Dhaka opposition

 reject poll plan



## Iraqis claim hit on

 two ships in Gulf




Japanese slip in world telecom equipment trade

## BY TERRY DODSWORTH

THE dramalic growth in Jopat nity will have surpasied the US





 annual spending wili have
reached ssibibl
change in ing tipending praterne main



Angola in bid to rebuild war-shattered economy



Problems will surface when Britain's PM visits Kenya, writes Michael Holman
Thatcher faces grilling on South Africa


Time is your most precious resource. Factmaster helps you make the most of it.

## You'll wonder how you ever managed without it.

Do you..

Factmaster?



Factmaster has three main features.



## emasive pages

## How does Factmaster work?





An investment forlife. a pleasure to possess. A top quality range of binders


In a world full of files of facts, it's Factmaster that puts you in control.
 Time Management System.


 next did. TTe Progeres of aill takk is monito


## FACMMASTER

Making the most of your tim ${ }^{\text {Financiul }}$ Tmes Business Infurmatint Lid

UK NEWS

## BAe to press for cheaper supplies as dollar falls

Ralph Atkins discovers that the sport of kings is clearing the hurdles of the past
Horse racing strides into profitable form


## Lloyds Merchant Bank chief replaced




Merseyside

## ymanis.




 uccs Demand Eor ihe polymers is
growing world wide and miat of

Downing St to review press embargo system ar usa wocio
DOWNING STREET is to review notion. Mr Ingham sald
 ments follows the discrocourre in
The Sun newspaper, 24 hins




|  |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |



Multi-purpose scheme for former Notts colliery

usurance broker director resigns
 a direc
Grope.
broker
His




## GRANVILLE

## SPONSOREDSECURITIES





MPs given
22\% pay rise under linked plan
Investors
'cautious'
on equity
prospects

INvEsTors po no eivisis
 The eurven, pubhowed jitich
 Cat athed respondens to torien Tnevors frecisx titat by bye Thuisday close
 This inples that investors ing The aecurles how house said






 Int esyitiee ine downgradng of
 Leoknd bathe year henead inh cor chuesung in equivered io

Philip Stephens reports on the uncertainty among the City's natural worriers Crash clouds economic outlook for 1988


## Lloyd's underwriting capacity increased


$\qquad$

 membern take pharen upodid


Machine tool industry foreign trading 'improves’


 The rrade deficit in machine





CABINET PAPERS FOR 1957

Salisbury quit after clash over Cyprus
Eviss secenvi in it cibina
 Fion subisury wis sem ns hite ume and As he hat ben ineremem chin
 mertecy bitho had mpati On March 25 人 that secresary, Lolat he the that
dvantages of releasining felt the arch shop would reutwesing the arch



## Windscale fire danger disclosed




## Rows over spending plagued Government





Political realism of
Macmillan unveiled
R
Housebuilding
starts 'highest for 14 years' By Andrew Teylor PRvate howebuldidg starts





 Most forecasters expect privat


## REPORTS BY JOHN HuNT

Japanese 'work longer' to buy consumer goods


#### Abstract

   $\xrightarrow{\text { hilind }}$ lat $\mathfrak{c}$ cin   

\section*{Tube drivers reveal feelings about work} 


## TUC to offer computer system on health issues



## Dairy backs down on franchise





## FINANCIALTIMES

BRACKEN HOUSE CANNON STREET, LONDON EC4 P4E Telegrams: Finantimo, London PS4. Telex: 8954871 Telophone: 01-248 8000 Saturday January 21988

## A time for caution

PRIDE goes before a fall it it the D-Mark is maintained the
quite surpristng how rapidy risk of acceleration in inflation.
the UK has beome

 whai eve, chat her curse maser,
hoe disregarded but
bie wion be disregarded but right Are
the monetarist Cassandras
right now?

 more than 4 per cont ho be
than in 1986 , but the rate of
thrount growzh appears to be accelerat. weaker external position is one
 cent to per cent. Manuracuir- The D-Mark link does, it is
ing output in the three monhs true impose some constraint
to
 being higher still 1987 looks ominously like out that the UK. Even with
 whether the current expansion
will end any differenly from
the Mauding boom of 1964 the Mauding boom: of 1964
or the - Barber boom- of
If not, Mr Lawson may wish to If not Mr Lawson may wish to
become Foreign Secretary
soon butit will still be too late
to save his reputation The answerdeppends on what
Ts driving the econony. The
optimist would argue that improvements in productivity
and internitional
ness, leading to higheretexitere
 mist would strese she peasi.
mpowth of money and credid. ralling rates of private saving
and ane deterioration in the Tax cuts
external accounts exterral accounts
Aplasible story be built
up tou support either view. Prior to the last yeare the virtut.
ous icircle hypothesis looked
quite persuaslve, not least
 growth lre quite another mat
rer. It ookssincrashlisyly likely
that an exceptional demand led expanslon has been suandimposed upon a marked
improvement in the supply.
side perforane of the econ.
omy following the recesslon of omy following the recesslon of

## Weak constraint

 What is certain is that somearguments being used for tak. ments In the economy are mis. leading. Tt is suggested, for
example, that the oeterioration
in the external accounts strength of the UK economy. It
st also argued that so lomist
the exchange rate link against
 Finally, the ability of the Uk
orunan external accunt def creditworthiness of the perceive
rowers Ther
resident fact that some $U K$ eign assets win substantial fo sake it easier for others
barrow barad. . Borrowing ded
cated largely. 2 consumpto


In short complacency can
not be
nresent
Justifife by by the UK' not of a smooth decelearation
growth bum
mom ome tut of a hard land ling
more, that
1988. Furthe more, that risk should be takee
nore seriouly yhan hose asso
lated with caution sing lated with caution, sinco the oo raplid expansion fare exceed
he iops of that rapid expan-
ion ivesif.
UK sucess ments that Chanceilor can means that athendin Mrue to do so, he. Should bs
prepared to raise interest rate agpin if sterting weakent rate
ther aginn the
hermore hermore, unless he plans an xceptionally bold and radica
smareorm the should offer the
taxter int in his Budg hat he can. Prise his Budg in one
chievements is one thn
ihardy overconfidence lin

Peter Marsh looks at the progress of plans by the US and its allies to build an international space station

## A last chance in the space race


-

## The Men of 1988



## Royalty rules, OK?

By Jurek Martin







Ner Yow will deide athecher

 T



Richard Tomkins sees lean times ahead in the new issues market









## The torrent dries to a trickle

| Letterstothe Editor |  |
| :---: | :---: |
|  |  |
| health spending |  |
| Senice Employees (CbodSE) Rend |  |
|  Tundamental proposition ... Nish beecause in is a much more |  |
| Heme |  |
|  |  |
|  |  |
| service provided by the NHS is andamended fierent rom |  |
|  |  |
| Tres or an under.ned nursery: |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
| Why the post mortem on the crash should continue |  |
|  |  |
|  |  |
| gloteresting though such poot morrems are, 1 am somewhat |  |
|  |  |
| (enter |  |
|  |  |
| Mitale |  |
|  |  |
| the seven conntries, han to sup under a aew President. |  |
|  |  |
|  |  |
|  |  |



|  |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

Art in the Office

## A splash of colour on the wall

## By Nikki Tait

Iox

## ON JANUARY 3RD

## THE BBC LIFTS THE LID

ON ONE OF BRITAIN'S
BIGGEST CORPORATIONS.


[^0]UK COMPANY NEWS

## Maxwell wins approval to buy from Pergamon



## BICC A\$70m for offshoot



## APPOINTMENTS

## British Aerospace forms dynamics division


 <br> \section*{ <br> \section*{ <br> . <br> \section*{} <br> 元}





OIL TRADING A Financial Times Survey
blication Date: February
3,1988

The Financial Times plans to pubbish a sarvec on the
 The following topics will be covered:
I. Introduction. A review of oil prices and trading
III. Pricing. OPEC price; supply and demand;
IV. The New York Mercantile Exc
V. The International Petroleum Exchange.
VI. Oil Products Markets.
VII. The Prent Market.

| For further details and advertising information, contact: |
| :---: |
| Victoria Mitford The Finaucial Times |
| 14 East 60 th Street <br> New Yorik New York 10022 |
| Telepronee 212-752-4500 Telere 238409 |





Financial Times Saturday January 21988

| Jointhy cormpiled by the Finarcial Times，Golturam，Sacis \＆ CO ，and Wood Mackenrie as Co ． Linh，in coniunction with the linstitude of Actuaries and the Faculty of Actuaries |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| KATIONAL AMD REGIOMAL MAREETS <br> Figures in parentheses <br> Finw mumber of scocks <br> Fir | WEDMESSAY Secemera 301977 |  |  |  |  | TuESDAY DEEEmaER 292987 |  |  | OOLAR ImDEX |  |  |
|  | 品品ilar | $\begin{aligned} & \text { Daris } \\ & \text { Campe } \end{aligned}$ | $\begin{aligned} & \text { Ppound } \\ & \substack{\text { Sperfing } \\ \text { topex }} \end{aligned}$ |  | $\begin{aligned} & \text { Coses } \\ & \text { Yyiex } \end{aligned}$ |  | $\begin{aligned} & \text { Pound } \\ & \text { Sterling } \\ & \text { Index } \end{aligned}$ | $\begin{aligned} & \text { Lueal } \\ & \text { Lurtax } \\ & \text { Index } \end{aligned}$ | ${ }_{\substack{\text { a } \\ \text { Hig } \\ \text { Hig }}}$ | ${ }^{1987}$ | $\begin{array}{\|c} \text { Yeser } \\ \text { (capmex } \end{array}$ |
|  | 102.69 | －10 | 8289 | 90.92 | 4.37 | 103.67 | 8259 | 95.50 | 1800.31 | ${ }^{85} 5$ | 10037 |
| Eitciun | ＋19203 | －0．7 |  |  | ${ }_{5.50}^{25}$ | ${ }^{102077}$ |  |  | ${ }_{\text {che }}^{12088}$ |  |  |
| Deemimat 139］ | ${ }^{110} 5$ | ＋0．9 | ${ }^{88.189}$ | 10435 | 298 | 109．64 | ${ }^{8734}$ | 1055．65 | ${ }^{124.78}$ | 9885 | 10023 |
| Framee il11， | ${ }_{86} 16.27$ | －0．4 | ${ }^{9108}$ | ${ }_{\text {ckise }}$ | ${ }_{3}^{3.64}$ | ${ }_{85,79}^{14.67}$ | ${ }_{6} 93.35$ | 7257 | ${ }^{124.83}$ | ${ }_{7}^{439}$ | ${ }_{6953}$ |
| Nest Cerman（93） | 7632 | ＋10 | 60.85 | 63.24 | 3.00 | 75.55 | 6019 | 6267 | ${ }^{1} 124.93$ | 68.91 | ${ }_{988}{ }^{\text {a }}$ 1 |
| $\begin{aligned} & \text { fant Kong \{ } \\ & \text { :-sland } 114\} . \end{aligned}$ | 88．43 | －0．5 | ${ }^{70.52}$ | －88．12 | ${ }_{5}^{5} 502$ | ${ }_{\text {cke }}^{\substack{80.96 \\ 10.98}}$ | 80．79 | ${ }_{\substack{8269 \\ 9214}}$ | ${ }^{15968}$ | cisis | ， |
| （1aiel 1771 | －7324 | ＋0．9 | ${ }^{61.60}$ | 67.86 | 2882 | ${ }^{76.65}$ | ${ }^{61} 6$ | ． 6732 | 131212 | ${ }_{7} 2004$ | 8875 |
|  | ${ }^{11180}$ | ${ }_{+1.5}^{+0.1}$ | ${ }^{110.93}$ | － | ${ }_{3} 3.40$ | ${ }^{28}$ | ${ }_{87,92}$ | ${ }^{105.50}$ | ${ }_{193.64}^{16.28}$ | ${ }_{\substack{\text { c．} \\ 90.75}}$ | 100.03 |
| Nextereidali | ${ }^{10336}$ | ＋03 | ${ }^{1084}$ | cken | 179 | 13306 | 88.10 | 25128 | 42259 | 99772 | ${ }^{\text {99，63 }}$ |
| Neen zealand 1207 | ${ }_{7}^{75.80}$ | ＋0．2 | 60.45 | 6125 | ${ }_{5}^{5.52}$ | ${ }^{75} 5.67$ | ${ }_{6028}$ | 6 | 1388.99 | ${ }_{733}$ | ${ }_{96.94}$ |
|  | $\underset{\substack{10.42}}{10.45}$ | ＋12 | ${ }_{77}^{80.52}$ | ${ }_{8}^{86.45}$ | ${ }_{270}^{315}$ | \＄9．70 | 79，433 | ${ }_{88.63}$ | ${ }^{1857.01}$ | ${ }_{92512}^{30.51}$ | 900．56 |
| Soind atria ${ }^{\text {a }}$ | 13， 25 | ${ }_{+16}$ | 108.14 | ${ }_{9} 9$ | 9．50 | 133.45 | ${ }^{10638}$ | 91.44 | 198．09 |  | 99.57 |
|  | － 131.21 | ＋0．9 |  | 10825 | 5.90 | ${ }^{130.026}$ | ${ }^{1050585}$ | ${ }^{10717}$ | ${ }^{16898}$ |  | ${ }^{9996}$ |
| Ssutertand 1531 | ${ }_{8250}$ | $\stackrel{+1.3}{+1.4}$ | ${ }^{65597}$ | ${ }^{885.83}$ | ${ }_{252}^{259}$ | ${ }_{8222}$ | ${ }_{6}^{6550}$ | ${ }_{6} 8.65$ | ${ }^{1511.14}$ | ${ }^{88355}$ | ${ }_{9} 99.24$ |
|  |  | $\underset{\substack{+1.7 \\+13}}{ }$ |  |  | $\underset{\substack{4.35 \\ 3.65}}{ }$ | $\xrightarrow{1329}$ | 10959 | 105959 | ${ }_{137.42}^{1687}$ | ${ }_{9}^{99.25}$ | ${ }^{900.75}$ |
| Suras is | 109884 |  |  | ${ }^{85.83}$ | ${ }^{3.93}$ | ${ }^{10363}$ | ${ }^{820.56}$ |  | ${ }^{130.02}$ | 220 | ${ }_{\text {chat }}^{9.15}$ |
|  | 353.22 <br> 123.42 | $\stackrel{+0.4}{+0.4}$ |  | ${ }^{10.659}$ | ${ }^{0} 1.91$ | ${ }^{332689}$ | 109．90 | ${ }_{98,73}$ | 12836 | ${ }^{100000}$ |  |
| Norn | Stas | ${ }_{+0.7}^{+13}$ | ${ }^{808.89}$ | ${ }^{10171}$ | ${ }_{3}^{3.53}$ | ${ }_{85585}^{1003}$ | 79939 | ${ }_{71,95} 9$ | ${ }^{371} 17.95$ | ${ }_{78,98}$ | ${ }_{100.12}^{100.69}$ |
| Patick Ex | ${ }^{\text {253，2012 }}$ | $\xrightarrow{-0.6}$ | ${ }_{9} 78.77$ | ${ }^{898.04}$ | 4 | ${ }^{93254}$ | ${ }_{7}^{76,72}$ |  | ${ }_{1}^{164.038}$ | 820．92 | ${ }^{100.20}$ |
|  |  | ＋0．6 | ${ }^{89.75}$ | 98．67 | ${ }_{253}^{233}$ | ${ }^{111185}$ | 90．083 |  | ${ }^{133982}$ | 100．00 | ${ }^{99.750}$ |
| Wortset jopan ilasi | 10272 | $\stackrel{+12}{+1.1}$ | ${ }_{81.92}$ | ${ }_{9} 9.29$ | 379 | 102 | ${ }_{80.38}$ | 9.18 | 134．22 | ${ }_{92298}$ | 100.13 |
| The Worold inexex（2402） | 114.49 | ＋0．7 | 91.31 | 9.48 | 255 | 133.69 | 90.53 | 98.78 | 139.73 | 100.00 | 9.75 |




## FT－Actuaries year－end changes




Plaisterers Hall，City of London 11， 12 \＆ 15 February， 1988

|  |  |
| :---: | :---: |








## 高

## Credit Lyonnais buys Dutch unit from US bank



PWH faces bankruptcy as creditor deals fail




## Brokerage firm files for damages from Drexel





## Mannheim traders throw down gauntlet <br> Staff at Deutsche Bank's head office face tough competition, Haig Simonian reports

Texaco to reveal restructure plans early this month

## 析







nid em inace charcatoless
 Rem
 he wandepuch mint ide fean

## ORLD COMMODITIES PRICES



WORLD STOCK MARKETS


## foreign exchanges

## Dollar ends at record lows

##   and inion fie in evidence     ing to find a difmeb winh wew York


 STERLING INDEX


CURRENCY MOVEMENTS


OTHER CURRENCIES

exchange cross rates




## MONEY MARKETS

## Quiet end to year



LONDON STOCK EXCHANGE

## Dollar's fall brings fresh drop in equities



How much do you really know about

## U．S．TREASURIES，GILTS，SWAPS， EUROBONDS，CURRENCY OPTIONS AND FOREIGN EXCHANGE？



Users of Frmancial i＇s information and trining programmes include：


How can you find out more about
U．S．TREASURIES；GLLTS，SWAPS，EUROBONDS，CURRENCY OPTIONS \＆EX？
Sichael Yommg or Phifippack Bo owatking Now a demonstration of any of our products by ringing 1：記フログラムのいくつかは，日本語でも
受けられます。
Einige der obigen Programme sind aṇch in dentccher Sprache erbalttich． Certains de ces programmes sont disponibles en vetsions françaises．
Financial i Linited 250 Kingis Road，LONDON SWZ $50 \mathrm{E}, \mathrm{UN}$


## LONDON STOCK EXCHANGE






## 

## F UNIT TRUSTINFORMATION SERVICE




## 



 Thap



(itase
The






.


management services

## 

 5







## FT UNIT TRUSTINFORMATION SERVICE



等
 ，





 （2find
 wink

$$
2
$$



 Nind









上，








2ons я

| 18 |
| :---: |
| 5 |





 moter







BRITISH FUNDS


BRITISH FUNDS－Conta



CORPORATION LOANS


COMMONWEALTH \＆


## LOANS




## 

E558


：
＝2mixama


## 10

＝eme

## \section*{} <br> 

## 

童
## 

## 


Tivinivisu in in

##  <br> 5ix 






Wivy way











 5





 4















## Money Market

## Bank Actounts



LONDON SHARE SERVICE



Willett ar
IS BUILDING
016892266

## Seagram deal 'in breach of rules'




Alimour seann sidid was The fonk hunhorite emmid

 And







Allies ask Moscow for better to Berlin



Enjoy.this year's London BoatShow as a member of the Boat Show Club

You'll avoid the crowds by entering through he members only entrance. (It'll cost as littleas 2.50 toget in after 4.30 on weekdays.) After chatting to the experts, you can enjoy a tipple in a quiet haven, the Club Lounge And atter the show well keep you fully informed of sailing developments throughout the year

Membership is free
Just steer straight for the coupon.

Saturday 2/Sunday 3 January 1988

|  | New York welcom <br> Wall Street, A <br> listens for $e$ <br> Whe <br> mu <br> stop <br> surpristigly little interiest, as 1922 drew to stockinarket inveetors, or former in inestorss secmed to be having lithle perceptible offect on angonie outside Wail Street. Initial reports on the Christurs sales surideoted they. Fere ahnost-up to the recard levels of stron had been casting a shadow over much of the country since the spiris. Endustrial prodiction had failen by more than 10 per cent: since June, steel and car oran phit her halved and unemployment was unoficinily Huta ant this was seen as nothing more than as cyctical-inventory cornection As the ing progressively, 'Iess violent as govern- minent' policies 'improved, the. Federal corporations inereceased the sophistication of their tusiness planning. Even on Wall by: New Year's. Eve Stock prices had bonnced back by 25 per cont November lows and brokers were starting <br>  Trading volumes in somained, phaster shades year-end, man the the paying generous Christmas bonuses to stafif isome other. Wall Striectermplogees were <br>  Fund The The cash was lent to 100 senior executives who had beeri caught short' in the crash . The loans were affered without collataral and miost were never repald. <br>  they. thiust into their hamds the evening But for every coingurter who wept as he probaing an a dozen who. gringgened or mut only 1.5 m Americans with active brokerage, widuals who own shiares today. Allowing | ed 1930 bravely. On natole Kaletsky choing notes sic ped 1820 , the propartion of Americans whose. fortunes were touched directly by the crash fortunes wren toxched directly by the crash on Wall Street was $1 / 16$ as large in 1928 at in 1887 . in 1987 for the buriness community, the atti- tude to the stockmarket was equally a ambivalent and cynimal. In the era of Pro hibition, there was more than a litule rish teous indignation abont the easy riches teous indignation abont the easy riches ocmpanies like Standard or trevent lending lators thuvigh the can money market By earry. 1929 , Ifi fact, corporantons were lena Wis more, money thian banks for stockenaryears the recent Japanese fashion for zn-. teech, were even raising new bonds in order to ondend the proceds to brokers for Margin loans On baince, hoverer, the business com. Sunity seemed. well prepared when Wall Street finally callipseed Pronsi for 1922 hit neww recards in many inchistijes, invest- nent increased in the arst half of is30 and there was. cars and niew homes The crash was actormality by many burn to sanity and nor- leand polinical dent Hiocover hingself. It was -undabtedny beneficial to the business interests of the country to fiave the giaribling type of apec ulator eliminated, H.C.Hopson head of Associated Gas toid Electic, stated, in a <br>  disaster. Thev the Commeng some greater cial Chanosicle, which, along wind the Nei Yock Tmes and Poor's Tinvestment Vetier, had wased a long and passionate campaipn against the speculative fever described the exed ${ }^{\text {The }}$ country has been happily. deilv over, even the erstwhile scepptics converged rapidy around an optimistic consensus Everyone seemed to agree wilch Fresident Fiovers celebrated pronouncement The sound, Thie words "fundaraentally sound recurred with comic regutarity whenever recurred with conie reguned, whether in the economy was mention newspaper articles, bank reporth, potitcal to subsequent beliked however, ponsident Hoover did not content hinself simply with mocuthing platitudes. |  |  |
| :---: | :---: | :---: | :---: | :---: |

## The Long View

## Already on the roller-coaster



|  |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

\footnotetext{
PETLEYQ CO LTD
(An Associate Company of Jackson Son \& Co (London) Ltd est. 1860). 2Edirburgh Gate Knightsbridge SWIX TNA Telephone O1 2253055
Specialist Brokers in Futures and Traded Options
Please forward your free booklet on futures and traded options and keep me updated with

1

TEL: (Office)


PROFIT OUT OF A FALLING MARKET
COMMISSIONS RELATED TO YOUR SUCCESS
OPTIONAL LIMITED LIABILITY ON FUTURES

## Ecstasy and agony to reach a standstill












Roderick Oram

Uncertainties ahead


## Winners and losers



INTEREST RATES: WHAT YOU SHOULD GET FOR YOUR MONEY


## COMPANY NEWS SUMMARY

TAKE-OVER BIDS AND MERGERS


## 

 PRELIMINARY RESULTS|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |




## RIGHTS ISSUES

##  OFFERS FOR SAES PLACTNGSAND <br>  <br>  <br> RESULTS-DUE



CAN'T MAKE HEAD OR TALL OF THE MARKETS?

FIRST FUTURES
 Prease forward your free intormation on FuTuras oriows]


MANCHESTER A CENTRE FOR FINANCLAL SERVICES The Financial Times proposes to pablish this survey on

WEDNESDAY 20th APRIL 1988 available advertisments positions, please contact

> BRIAN HIERON On 061-834 9381 or write to him at Alexandra Buildings, Oueens Street, Manchester M25NF Telext 666813

FINANCIAE TIMES EUROPNES BUSINESS NEW SPAPER

Stephen Fidler reviews a traumatic year in the world's financial markets and takes a cautious look at 1988

## A time for keeping your money under the mattress?


${ }^{66}$ It's some sort of insect...
${ }^{6}$ It's an alarm clock with ears... ${ }^{59}$



It's hardly surprising that Pictionary is America's number one selling game. Unlike many games that keep you on the verge of being entertained, Pictionary is more fun more of the time. It's undiluted entertainment.

Pictionary is played in teams against the clock so everybody is involved. No two games are the same and it can be as silly or as sensible as you like! It's like charades but with drawing instead of acting. And that's where the fun really begins.


IT DRAWSEEERYONEIN.

John Edwards finds little cheer in market analyses for the coming year

## Keep the pain-killers handy



## Goodbye to the pipedreamers



> Helpful hints for the timid









## pro

## 



${ }^{H}$












Chistine Stopp

Recovery - and then the bloodbath


## Seasonal fare abounds




Time to decide 01 BP

Richard Tomkins on options for contrary investors



imeme

## Pension world set to change

| 1928 is Pensions Year -the year new pensions world coines into being <br> The 1986 Social Security Act and the 1987 Finance Act (No 2) <br> bet ween them will introdnce some wide-rangling. radical <br> some wide-ranging, radical <br> sions provision in the UK. This <br> year people will have to make <br> they ane to ensure an adequate income and lifestyle in retire- <br> ment. <br> A recent survey by Abbey Iffe showed that only a minairiny of <br> showed that only a minority of people actusl realise that <br> changes are on the way and <br> In coming months, the week- end FT will discuss the changes taking place and set out the con- <br> siderations and actions impoised <br> The Government's policy, has severai strands, interimued to <br> greater or lesser extenit.': <br> State in pension provision, by |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

## Half-crown problem



## CHESS

## IT wenkonn hat ohes bid 




 Edwaine that
a famous win
Edward
cosmoropd Lasker wer was a noted
when chese mesters often period
wived home and swithed so nation
allegiances.
wast chand various timen
Now




















## 

## 翌

Holiday domicile
(wawnaw

Keeping to the letter




John Edwards explains how to join the FT Readers' Race

## Test your market skills



## Country Property



## Bryant Homes <br> Imvest inQuality

## Overseas Property

## INVESTMENT BLUES?





John Brennan on the bright outlook for the housing market in 1988

## Good times roll on

You goutp pur a manrame You coution pur mimitane

 As a direct result of this rhi-
noskinner ferponse on anl exter
nal alarms. no.skinned response $\omega$ all exter
nal allars.
navo ald being hanother goardyly
for the private housing market.





 the politicians and diplomats or
the trade, nuke their placatory


 agence the the
know beter
These are
These are the tough, bright
young things who hive 1ong
since temint wo talk down sind
dinner party cracks about their




 Year han the usurl crap of
anuuyas statements from agency
chifs.
 end of term reporis on 1087,
with a ferm could beters for
sales volume right at the top of



Traditional remedies are out, says Arthur Hellyer

## Clamp on pesticides



## Country Property

London Property

| RESIDENTIAL PROPERTY ADVERTISING Appears every Saturday For Deatils Contact Rentriwoolloy $.01-2488000$ Ext 4186. |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |


|  <br> 3 Bedroom Scandinavian Villas Self Financing. Full Management Service. C.G.T. Relief. Leaseback Guarantec. Full Fuiniture Package <br> available. Brochure: <br>  |
| :---: |
| Overseas Property |
| USA JESEY CTTY <br> CAPTURE HISTORY Alreonta vianien charec, hib <br>  <br>  <br>  S320.000 Fort Reations usn (201) |
|  |
| Lingini fry <br>  <br>  |
| Holidays \& Travel |
| LANZAROTE <br> FUERIEVENHURA Wide variety of exf ceneriag hot Whe best as rasomable prices <br>  is no accidenial clientele are repeat or recommended book inpat Informative brachure arailable armo Abing |
|  |



# Philip Milner-Barry writes on high-tech Oriental skiing. Nearer home, we look at slopes serious and spurious 

## Piste-hopping with Japan's ski-bunnies





 liene zind ifit hein lioxing


## A dream of a destination



 $\qquad$

Motoring

## Government on wrong road



## Robin Lane Fox

Nicholas Faith considers the growing menace of alcoholism and the slowness mated how wum of pemperane eajl in june favountes' cows are invarizably shortivive











 reauires, ind backered by ashrinking base







 saitoruthately, many some medicar organs

 hoibm is a disezese is selatevelyey recman and






## The demon in the drink




Wine

## Buyers hold the key

|  |  |
| :---: | :---: |
| Prauillac, st Jumunes, suand Margaux, was markedly higher than in the three previous years. Or course. larger, but the wines sijl sold. Stimulated by en primeur and futures offers for each new tage, it was a sellers' market for them. | could |
| Burgudy , rand cularly for the white wines with Poully Fuise costing up io FFrfoo a botile more than Meursault and Montrachet (although absence of brought Pouilly-Fuisse prices down with a rush). |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
| Forget the cold economic climate, invest in the warm reassurance of fur. |  |
|  |  |
|  |  |
|  |  |
|  |  |
| Savings on made-to- 1011 |  |
|  |  |
|  |  |
|  |  |






## Flashes of inspiration

Sweet dreamas for travelleras the Sleepoiver $\therefore \quad \therefore$



Food for Thought
ef is at hand



Peter Knight rages about badly designed products

## Fools in any language



## THERE

## IS ONLYONE

## WINE SALE




Results and report on the competitions by Anthony Curtis, Literary Editor Mive Eve divic foni he esuateded






 And an lass kanaby
And of RR. R Lutires
 Or yet again, for Dr T.F. West
Theres a
Club bonight beathess hush in the Money on tap and the market's right
But the volce of the old bear chills
the air thear
As the Yuppie smooths his stylish
hair.
The most popular poets parodied
 reminded us of an actual poem by the
latter on The City part of whllch Eopes
Young men who wear on office tools tes of minor public schools
Thach teaprring how to be a sinner
And tell And tell a good one after dirner...-
 yeart
Sirring and spurring my climbing
careere
when careren the stock market boomed and
whithin the suaure mile
My wheling and dealing backed up my Hitestyly. . With downright uprightness, deep in
the crash
Ive taken my notice. Ohl cruel back-
lash1
Or again compare Richard Beville's.
We should not have to question why We should not have
Hes strade in the GTi.
And pedals up the EC3 And pedals up te EC3
In pouring rian from Bauersea
Mrs Patricia C. Atkinson
 to God for wealthy parents... And
from c. Richards, Philp LLarkin's celee
brated mon reapeared as They
you up those stock and shares, You
 late Auden manner thus: captured the
Here If find hat there is nothing
To remind Here 1 find that there is nothing
To remind me of the past, which
Like wwith see was a bich, Not the
soft oprion that 1 in my Elation, imagined; but rather
Arun the exploration of which
Predicis my dire future. Some good shots at T.S. Eliot. him-
self aquondan yuppie from Mrs Mary
Atterbury, Mrs Saily Avens, W.F.

| Down and J.A. Neill, and among the Kiplings, Gisela Hess, Mrs Joyce V. Forington, Paul Sarnoff and Pete | That somewhere, on some broker's balance sheet, <br> Below the line, where mortal sins |
| :---: | :---: |
| Dandier were all on target and eter |  |
|  |  |
| mings ('summer days wi | $e_{\text {ter }}$ |
|  |  |
|  |  |
| Late | appear Med simply Unrecoverable Debr. |
|  |  |
|  | Greats accoutred with a Third in |
|  |  |
|  | , |
|  |  |
|  |  |
|  |  |
| W.i.D. Scott's The Yuppie Gnomes of |  |
|  |  |
|  | The Yuppie's Lament (atter T.S. |
|  |  |
| (with apologies to | The bulls and stags disperse, the |
|  |  |
| usine, it's no go the | Han |
|  |  |
| sh |  |
| ties were miade of satin, e used toread the Fina | From She |
| ching pass | I had not thought the Crash had |
| It's no go the SIB, it's no go Compliance, |  |
| an |  |
| The market-maker. |  |
| ked at his boo |  |
| through with under-performanc | s |
| It's no go the crystal ball, lt's no go the | That we might stumble down |
| ollow |  |
|  | Maureen ORour |
|  | Heere Folweth The Yupple'a Tale: |
|  |  |
| frey Guinness | Yuppie koude use noone of $h$ |
| The Ynpple's Lament |  |
|  |  |
|  |  |
| alls from poor sellers like me |  |
|  |  |
|  | His habitacioun maade moost men |
| But O for the touch of a dealer's |  |
|  |  |
| tradel |  |
|  |  |
| From the foot of the charts seaq! Frou my house, my Porsche, my dock |  |
| er come back to $m$ | the moralite |
|  | (After Geottrey Chancerr), Aunm |
|  |  |
|  |  |




Joker as trump





Jacqueline Shorey on a year of handouts to fortunate authors old and young

## Awards and Prizes

##  




## 

| $n$ |
| :--- |
| 30 |
| 30 |


\section*{| A |
| :---: |
| tu |
| tu |}



Prize
sive
siom-
Tom-
Short
Home
lishe
Mem
Cuy
Deses
S8.85.
The
The

## raphy phon phisen What







 The Mitchell Prizes Sor the
Lory of Ait: the 510,000 difichet
PTize


Yya
Yano
San
oher
pher
nner
ence
ention
date
Sir Be
Sid

Levey
the:
the

| Ama |
| :---: |
| nian |
| Th |




BRIDGE





E.P.C. Cotter

## Cinema is alive and kicking



Radio in 1987/B.A.Young

## Drama takes pride of place







Pop music in 1987/Antony Thorncroft

## Backward looking


#### Abstract

\section*{Th} mon   But even a champion of popu- Lar choice must regere tow bapk- ward looking the mustic has been 

\section*{}       Or course it is much easier and cheaper for the reocrat businesf to repackage old material than   siturn sich just pock $$
\left\lvert\, \begin{gathered} \text { pock } \\ \text { neun } \\ \text { reon } \\ \hline \text { such } \end{gathered}\right.
$$ $\qquad$ thun rebon such sec net nation' nution  

So whst should anyone wish- ing to crash in m Christmas recor    sunerficial to suceeed but you could hardy ge a better exam- pte of lavishly manufactured pop  


## BOOKS OF THE MONTH

|  |
| :---: |
|  |  |

## TETM,




##   <br>  <br> 




## Tennis/John Barrett

## Graf and Lendl rule the courts



 other tournaments.
Patc Cash was a problern.
nrst sight it is an insult to

The enigmatic Czech, Miloslav Mecir, so gitited and yet so furss
rutinely nept at those moments
when his heart does not appear
be in a match had
 Hecories st his credicic fro
It Twas the coimmendable con-
sistency of
Jimmy connors
 achievement (he still has no
won at turnament since octobel
1984) that earns the remarkable


Rugby/John Kitching
The Five-Nations
Championship is only.
two weeks away.
What can we expect?


Matter
 pride

orth of teicester). re blessed with wingers Rorland

 will soond Ue iversing 's Chrisi Oi
lace and theres's still hhe excelThe w The World Cup, in which


z
wo
in
prepepa
oughy

 Noont wurder any ylution

华解







 ookers.and loose headsp indeed, th Gareth Chilcont tinal triah Over front-row play.
 warrior, Phillorr, ath loose head
MacNeill has been passed ove yet the selectors, and Orr has
eitred. They are also without gel Cart, a flanker of genuine

 encounter. I hope that the fiouh




FT CROSSWORD No.6.519


 Crosemord 6,519
16.


TELEVISION AND RADIO



## SUNDAY









## $\xrightarrow{\text { London }}$




$=$


[^0]:    See for Yourself; 8 pm on BBC I
    In a two-hour programme we'll explain the Bricish Broadcasting Corporacion to the people who
    pay for it
    How we work, our achievemenss in 1987 and choughts for the future.

    As a licence payer you are, in effect, 2 share- $\quad$ Times on December 3lst.
    We hope both the programme and the report holdet And so, following'See for Yourself you'll have the opportunity, during a live phone-in on $\mathrm{BBC}_{1}$

